

New Mexico Real Estate Commission

Official Approved Continuing Education Course List

July 2017 – September 2017

This is the official document used by the NMREC to determine the validity of courses taken for continuing education credit purposes.



New Mexico Real Estate Brokers engage interactively at an NMREC Core Course held at San Juan College in Farmington, NM.



New Mexico Real Estate
Commission

2017 OFFICIAL Catalogue of APPROVED COURSES for CONTINUING EDUCATION

Updated Through September 2017

How to Use This Tool

This document contains a full list of all the continuing education courses approved by the New Mexico Real Estate Commission. Titles are as unique as possible, but all titles are in tandem with a unique 8 digit number assigned to that course.

- ✓ The list also designates the credit hours approved for continuing education that are assigned to the course.
- ✓ Beginning January 1, 2017, the Rules of the Real Estate Commission introduce new requirements to include setting a triennial 36 hour CE requirement in lieu of the previous 30 hour total requirement.
- ✓ Additionally, the Commission instituted a 4 hour Annual Core Course necessary for renewals, a 4 hour Core Elective required in any given 3-year renewal cycle, and a 4-hour Ethics elective required in any given 3-year renewal cycle.
- ✓ This tool indicates the Title, Ethics Elective Status, Core Elective Status, Credit Hours and Category (Training, Education or Mandatory) and the Course Number.
- ✓ Courses with outlines on the web (underlined courses) are directly linked and can be accessed by clicking the name of the course.
- **✓** Course Numbers:
 - o In brief, Course numbers beginning with a 2 are Permanent Courses,
 - Course numbers beginning with a 3 are approved as "one time" courses.
 - Courses that end in a 1 are LIVE courses.
 - Courses that end in a 2 are ON LINE courses.
 - For a detailed description of the Course numbering system, you can click on the following link. <u>Course Numbering System Description</u>

For additional information you can contact: Thomas.Baca@state.nm.us, Education Administrator

http://www.rld.state.nm.us/boards/Real Estate Commission Requirements and Continuing Edu cation.aspx

Links to Schools of Live and Online Offerings

Course Calendars

The CED Course Calendar is available by clicking on <u>Education Calendar</u>. Once you are on the webpage, scroll down past On Line Offerings until you come to the actual live course schedules and calendar. You will be able to type into a search engine to find the course you are looking for or simply scroll through the offerings that are posted by specific date. This tool is not exhaustive in terms of all possible offerings. You will have to check with each sponsor or school to see when they are offering courses and what courses they are approved to offer.

Approved Schools and Sponsors of Courses

To reference a copy of approved sponsors, please click at: <u>Approved Schools/Sponsors</u> and scroll down to find the link to the document. Using this list you can then contact individual sponsors and schools relative to their present and future offerings.

On Line Offerings and Vendors

On-Line offerings are becoming more and more popular among licensees and count upon the NMREC to begin including more and more online continuing education options. Our hope is to eventually include online options for mandatory course work such as the 4 hour NMREC Core Course series.

In an effort to facilitate fulfillment of your CE requirements using online resources, where possible we have incorporated "URL" (i.e. web link address) information directly in the course information within this catalogue. This will enable you to go directly from the catalogue to the approved online vendor of that course. Hopefully, that will assist in your search for additional information and/or ease in registration for the course that you need.

<u>Approved Instructors</u>

You can also access a list of approved instructors and the courses they are approved to teach by clicking on: <u>Approved Instructor with Courses They Teach</u> and scroll down to find the link to the document.

Core Course Planning Tool

The NMREC Core Course is an "annual" requirement. The word "annual" must always be understood within the context of the beginning and the end of a 3-year planning cycle. The Rule stipulates that each licensee shall take 12 hours of the annual core course, i.e. three separate and different 4-hour NMREC Core Course iterations during their 3-year cycle. Because the adoption of an "annual" requirement makes planning CEU compliance a bit more complex, we have prepared a Core Course Planning Guide to see what three NMREC Core Course iterations apply to your specific 3-year cycle. Click: Core Course Planning Guide

Thomas P. Baca, M.P.A.

Thomas P. Baca, Education Administrator New Mexico Real Estate Commission

2017 Course List Alphabetical – Updated	Ethics	Core Elec.	Hours	Course #
Through September 2017		Elec.		
Permanent Courses highlighted in blue are recent approvals				
Click on underlined courses for course outlines				
 Courses in gray shade are One Time Only Courses Courses with * = may not be available or are obsolete 				
1031 Exchanges - Increase Your Expertise Online UPDATED			3E	21100182
McKissock Web Link				
1031 Tax Deferred Exchanges UPDATED		✓	4E	21100011
1031 Tax Deferred Exchanges (one time) CARNM		✓	4E	30141081
2012 NAR Legislative Update			2E	30010741
2012 Real Property Institute			7E	30010751
2012 SIOR Fall World Conference			2E	30110281
2012 SIOR Spring World Conference			4E	30110271
2013 New Mexico Real Estate Market Pulse			4E	30110331
2013 SIOR Fall World Conference			2E	30110361
2013 SIOR Spring World Conference			3E	30110311
2014 Economic Outlook: The Future of Construction in New Mexico			1E	30140971
2014 SIOR Spring World Conference			3E	30110501
2015 SIOR Spring World Conference			2E	30110551
2016 SIOR Spring World Conference			4E	30141061
25th Annual Real Property Institute			6E	30010921
2016 26th Annual Real Property Institute			5E	30011011
3.8% Healthcare Tax: Myths and Facts			1E	21010761
AANM 10th Annual Apartment Market Outlook			2E	30141041
AANM 11th Annual Apartment Market Outlook (AANM)			2E	30060241
AANM 12th Annual Apartment Market Outlook (AANM)			1E	30060261
A to Z of Investment Basics		√	4E	21050431
ABQ The Plan, New Projects Announcement			1E	30140721
ACHIEVE 2013 - Four hours a day to 100K			3T	30130521
Acres of Diamonds: Finding Treasure in Your Sphere of Influence			2T	30130671
ADA and Fair Housing Online CE Alternatives		√	4E	21010012*
ADA and Related Handicap Discrimination Law		✓	4E	21010021
Advanced Concepts in Conflict Resolution and Communication Skills for RE Professionals			2T	30130511
Advanced Eminent Domain and Valuation			6E	30010801
Advanced Excel Wizardry			4T	21030311
Advanced Income Property Analysis (Meyers)		✓	8E	22140131
Advanced Map Reading and Surveys for the RE Professional		√	8E	22020011
Advanced Negotiation Techniques for Buyer's Agents			6T	21130561
Advanced Real Estate Transactions		✓	6E	30020771
Advanced Real Estate Tax Planning Considerations			2E	30110571
Aerotroplis - The Way We Live Next - How Macro Level Global Trends will Impact Albuquerque			1E	30140601

2017 Course List Alphabetical – Updated	Ethics	Core	Hours	Course #
Through September 2017		Elec.		
Permanent Courses highlighted in blue are recent approvals				
Click on underlined courses for course outlines				
Courses in gray shade are One Time Only Courses				
Courses with * = may not be available or are obsolete Affordable Housing Opportunities for Low to Moderate Income Buyers (McKissock			AT	24050542
Online) McKissock Web Link			4T	21050512
After Tax Analysis of Income Property (Meyers)		✓	5E	21405611
Agency Law Online UPDATED McKissock Web Link		✓	4E	21010042
Agency Law		√	4E	21010051
Albuquerque Zoning: What Every Real Estate Broker Should Know			4E	21020591
Alternative Commercial Real Estate Financing			3E	22050011
American National Standards Institute (ANSI): Square Footage Method of Measuring		√	4E	21040111
An Untapped Resource: A Tutorial on Real Estate Philanthropy			4E	21020621
Anatomy of a Commercial Lease UPDATED		√	8E	20140931
Anatomy of A Commercial Lease Online (AVR+CE Gallegos) AVR+CE Web Link		√	4E	20140932
Anatomy of a Purchase Contract UPDATED		✓	4E	21020031
Anti-Trust and Real Estate UPDATED			4E	21010061
Applied Professional Standards (CARNM)	√		3T	30141061
Applied Professional Training Standards (Permanent) CARNM	√		3T	21120291
Appraisal Process for Real Estate Professionals UPDATED			4E	21040011
Appraisal Process for Real Estate Professionals Online UPDATED			4E	21040092
McKissock Web Link Attributes of a VA Loan			2E	21050511
Back to Basics: Mediation Refresher Course			4E	30010841
Bankruptcy and Real Estate UPDATED			4E	21010071
Barstool Economics			3E	30110511
Basic Hydrology, Well Installation, and Septic System Installation for the Real Estate Professional			8E	21080011
Basic Real Estate Finance Online <u>CE Alternatives</u>			8E	21050022
Basics of Green Building Online UPDATED McKissock Web Link			4E	21090162
Basics of Land Management online – McKissock McKissock Web Link			3E	21080162
Basics of Real Estate Taxation (online) The CE Shop Webpage		√	4E	21100022
Becoming a Fired Up Sales Animal			3T	30130381
Being the Boss			2T	30060161
Benefits of the 203K Program			2E	21050401
Best Practices for Commercial Real Estate		✓	5E	30140741
Bid Processing/Accelerated Marketing Brunch and Learn			2T	30140651
Body Language: Selling Yourself			6T	30130511
BOMA Southwest Conference Education Program			6E	30140641
Boot Camp, Back to the Basics			10E	21020051
Boot Camp, Back to the Basics Webinar*			10E	21020052*

2017 Course List Alphabetical – Updated	Ethics	Core	Hours	Course #
Through September 2017		Elec.		
Permanent Courses highlighted in blue are recent approvals				
Click on underlined courses for course outlines				
Courses in gray shade are One Time Only Courses				
Courses with * = may not be available or are obsolete BPO's: The Agent's Role in the Valuation Process			0.5	24040404
Break Through Customer Service and Technology			8E	31040101
Breaking Barriers: Fair Housing UPDATED			6T	30030361
The CE Shop Webpage			2E	21010082
Broker Basics (Required for prelicensure and waiver applicants)			10E	11020061
Broker News Alert 2013-2014			4E	21010821
Broker Safety for the Real Estate Professional			3T	21130331
Broker Safety for the Real Estate Professional Webinar*			3T	21130332*
Broker Short Sale 101 UPDATED			7E	21050031
Brokerage Office Administration (Required for upgrade to QB status)			10E	11020071
Brokerage Relationships		✓	4E	21010091
Brokerage Relationships*Webinar*		✓	4E	21010092*
Building a Strategic Business Plan UPDATED			3T	22110011
Building Your Professional Real Estate Team: Success Through Synergy (Sapp)			3T	21130831
Business Ethics for Business People	✓		3E	30120231
Business Ethics in Real Estate UPDATED	√		4E	21120021
Business Planning and Marketing (CRS-Szklarz)			10E	30110581
Business is Your Business			8T	30110341
Business Planning for Associate Brokers UPDATED			4T	21110021
Buyer Representation in Real Estate (online) Kaplan <u>Kaplan Web Site</u>		√	4E	21010112
Buyer's Agency			4E	21010101
Buying Within Your Budget			4T	21110381
Buying Within Your Budget Online (Kaplan) <u>Kaplan Web Site</u>			4T	21110382
Case Studies in Acquisition Analysis			1E	30140611
CCIM - Advanced Negotiation Group			10E	22140121
CCIM - Cost Segregation			3E	22140101
CCIM - It's a Whole New Business - Creating and Sponsoring Real Estate Investment Group			7T	22140091
CCIM Site To Do Business			6E	30141081
CCIM - Troubled Assets			7E	22140111
CCIM 101 - Financial Analysis			10E	22140011
CCIM 102 - Market Analysis			10E	22140021
CCIM 103 - User Decision Analysis			10E	22140031
CCIM 104 - Investment Analysis			10E	22140041
CCIM Brunch & Learn			2E	30140821
CCIM Brunch & Learn (2014): Tax Updates and Opportunities			2E	30140871
CCIM: Foundations for Success in Commercial Real Estate			10E	20140991
Certified Apartment Manager (CAM) (AANM)			10E	30060251
Certified Negotiation Expert			10T	21130451

2017 Course List Alphabetical – Updated	Ethics	Core	Hours	Course #
Through September 2017		Elec.		
Permanent Courses highlighted in blue are recent approvals				
Click on underlined courses for course outlines				
Courses in gray shade are One Time Only Courses				
Courses with * = may not be available or are obsolete Certified Real Estate Team Specialist: Understanding and Leveraging Teams			10T	21110391
(C-RETS) (RHarris)			101	21110591
CFPB and Real Estate			4E	21050481
CIPS - Europe & International			8E	21140361
Clandestine Drug Labs UPDATED			4E	21080091
CLE International, 24th Annual Water-Law Conference (2016)			10 E	30080141
Clear the Confusion: Offers (Counters, Multiples etc.) UPDATED		✓	4E	21020081
Close on Time: On Time Closings: Communication, Cooperation & Accountability			3T	21130821
Commercial Lease Remedies UPDATED			3E	21140331
Commercial Leases (Harms)			4E	21140571
Commercial Letter of Intent (LOI)/APOD Investment Analysis		√	4E	22140091
Commercial Purchase Agreement & Real Estate Contract			2E	30140801
Commercial Real Estate & Municipal Planning I: The Basics UPDATED		√	4E	21140371
Commercial Real Estate & Municipal Planning II: Government Domain UPDATED		√	4E	21140381
Commercial Real Estate & Municipal Planning III: Zoning UPDATED		√	4E	21140431
Commercial Real Estate & Municipal Planning IV: Architecture UPDATED		√	4E	21140451
Commercial Real Estate & Municipal Planning V: Construction UPDATED		✓	4E	21140541
Commercial Real Estate from A to Z			5E	30140981
Commercial Real Estate Fundamentals UPDATED			2E	20140631
Commercial Real Estate Leasing UPDATED			2E	20140671
Commercial Real Estate Loans			3E	30141001
Commercial Real Estate Overview UPDATED			4E	20140621
Commercial Real Estate Property Management UPDATED		✓	2E	20140701
Commercial Real Estate Property Management Online (Gallegos)		√	2E	20140702
AVR+CE Web Link Commercial Real Estate Sales UPDATED			2E	20140661
Commercial Real Estate: Understanding Investments*			8E	20140001
Commercial Tenant Improvements - Understanding the Process			3E	30140901
Communicating Lead Based Paint Disclosure to Consumers UPDATED			2E	21070011
Communicating the Value of High Performance Green Homes			6T	30090191
Comparative Market Analysis (CMA) for Paragon Users			1T	30030211
Compelling and Persuasive Presentations			2T	30130681
Compelling and Persuasive Presentations 2017			2T	30130731
Confessions of a Commercial Real Estate Consultant			8T	22140051
Consulting Sellers Successfully			6T	30130391
Contact Management for Paragon Users			1T	30030221
Contract Negotiations UPDATED		✓	4E	21020121
Contract Strategies UPDATED		√	4E	21020131
Converting Leads into Closings (CRS)			8E	30130721

2017 Course List Alphabetical – Updated	Ethics	Core	Hours	Course #
Through September 2017		Elec.		
Permanent Courses highlighted in blue are recent approvals				
Click on underlined courses for course outlines				
Courses in gray shade are One Time Only Courses				
Courses with * = may not be available or are obsolete				
Conveyance of Title in New Mexico UPDATED			3E	21010121
Cost of Occupancy			7E	30140881
Coveralls to Closings UPDATED			4E	21020151
Cracking the Code of Ethics (Online) UPDATED (CE Shop) The CE Shop Webpage	✓		3E	21120032
CRB: Brokerage Liability: Develop a Comprehensive Risk Management Plan			10E	22110121
CRB: Business Management: Develop & Execute a Comprehensive Plan			10T	21110091
CRB: Financial Planning & Management			10T	21110101
CRB: Marketing Management: Attract and Keep Customers for Life			10T	21110131
CRB: Performance Leadership: Attract, Develop & Keep Successful Sales Associates			10T	21110111
CRS - New Negotiating Edge			8T	21130071
CRS 107 - Mastering the Art of Selling Homes			7T	22130061
CRS 200 - Business Planning & Marketing			10T	21110071
CRS 201 - Listing Course			10T	21130021
CRS 202 - Sales Course			10T	21130041
CRS 204 - Income Properties Course			10E	22130051
CRS 206 - Technology Course			5T	21030071
CRS 210 - Referral Course			10T	21130031
CRS: Positioning Properties to Compete in the Market			8T	21130481
CRS: Presentation 2.0: The Ultimate Listing Course			8T	30130581
Curve Benders: How will the rapidly changing political, cyclical & secular environment shape CRE?			1E	30141181
Decoding the HUD-1 UPDATED			4E	21020161
Deed of Trust: The New Reality UPDATED		✓	4E	21050301
Developing ABQ - Work in Progress			1E	30140581
Developing Rewarding Owner Relationships			6E	30130711
Developing Technical Skills to Deliver Outstanding Real Estate Services for Paragon Users			3T	30030231
Development 13 - The Annual Meeting for Commercial Real Estate			7 E	30140781
Development '14. The Meeting for Commercial Real Estate			6E	30140961
Disclosure in Real Estate UPDATED			6E	21070021
Distressed Properties (on line) (Empire)			4E	21070172
Empire Learning NM Web Link Disposition Strategies in Commercial and Investment Real Estate			0.5	21020171
Diversity Issues and the RE Professional UPDATED			8E	21020171
Documentation: A Winning Fair Housing Defense Strategy			6T	21010131
Dodd Frank - Seller Financing - Ma & Pa - Strange Bedfellows			3E	30010681
Dodd-Frank, HARP, Your Clients and You			1E	30010891
Do's and Don'ts of Transferring Title to Real Property UPDATED			2E	21050391
Earnest Money Disputes and Interpleader Actions UPDATED			4E	21020181
			2E	21020691
Easements and Access for the Non-Lawyer UPDATED		√	4E	21010151
Economic Development and Planning: It's a Match			1E	30110321

2017 Course List Alphabetical – Updated	Ethics	Core	Hours	Course #
Through September 2017		Elec.		
Permanent Courses highlighted in blue are recent approvals				
Click on underlined courses for course outlines				
Courses in gray shade are One Time Only Courses				
Courses with * = may not be available or are obsolete Economic Development Summit			1E	30110521
Education & Job Creation			1T	30110321
Education=Jobs=Prosperity			1E	30110301
Effective Negotiation for Real Estate Professionals			8T	30130401
Eighth Annual Apartment Market Forum			2E	30140761
Energy Efficiency is Green and Smart (DeJardin)			2E	21080181
Enhanced Mapping Functions for Paragon Users			1T	30030241
Environmental Hazards and Selling Real Estate			3E	21080031
Environmental Issues in Your Real Estate Practice (Kaplan) Kaplan Web Site			4E	21080022
Environmental Liability in Real Estate UPDATED		✓	4E	22080041
Equal Opportunity in Housing UPDATED		✓	6E	21010171
Essentials of Mortgage Lending UPDATED			4E	21050041
Ethical Use of Social Networking & Technology in the Real Estate Industry	√		8T	21030121
Ethical Use of Drones, Social Networking & Technology in the RE Industry (short version)	√		4T	21030331
Ethics Beyond the Code (Bruno)	√	√	4E	21120151
Ethics	√		3E	30120241
Ethics (NARPM)	√		3E	30120261
Ethics in Real Estate Continuing Education Alternatives	√		4E	21122042
Evernote for REALTORS and Social Media Strategy for REALTORS			3T	30030301
Everything You Wanted To Know About 1031 Exchanges But Were Afraid To Ask			4E	21100031
Fair Housing On-Line (Empire) Empire Learning NM Web Link		✓	3E	21010922
Fair Housing Online UPDATED (Kaplan)		✓	4E	21010182
Kaplan Web Site		·		
Fair Housing UPDATED (live)		√	4E	21010181
Fair Housing & Beyond UPDATED		\checkmark	4E	21010591
Fair Housing: The Next Generation UPDATED		✓	4E	21010201
Fair Housing Made Easy UPDATED		✓	4E	21010221
Finance and Real Estate			1E	30141031
Financial Analysis Using IRR			3E	30140681
Financial Management			7E	30060231
Financial Planning through Real Estate UPDATED (Wealth Max.)			8E	21110031
Financing Solutions to Close the Deal			10E	30130701
First Things First: Information to Obtain at Listing UPDATED			2E	21020711
Foundations in Sustainability: Greening the Real Estate and Appraisal Industries Online UPDATED (McKissock) McKissock Web Link			4E	21090172
Fraud in Real Property Transactions in Real Property Transactions UPDATED			4E	21020191
Fundamentals of Commercial & Investment Real Estate			10E	21020201
Generation Gap			3T	30130761

2017 Course List Alphabetical – Updated	Ethics	Core	Hours	Course #
Through September 2017		Elec.		
Permanent Courses highlighted in blue are recent approvals				
Click on underlined courses for course outlines				
Courses in gray shade are One Time Only Courses				
Courses with * = may not be available or are obsolete				
Give a Presentation Like No Other			1T	30130501
Going Green Begins with Energy Star Blue			1E	21090151
Going Green: Elements of an Eco-Friendly Home McKissock Web Link			3E	21080202
Google Universe Boot Camp			6T	30030271
Google Tools for the Real Estate Professional			2T	21030181
GRI - Crunching the Numbers UPDATED			8E	21050271
GRI - Legal Liability Issues UPDATED			8E	21010391
GRI - Pricing Property Properly			8E	21040071
GRI - Real Estate is Your Business			8T	21110061
GRI - Residential Construction & Inspections			8E	21090091
GRI - REALTORS Ethical Road Map UPDATED	\checkmark		8E	21120131
Handling Objections			2T	21130471
Handling Objections Webinar*			2T	21130472*
Healthcare Is it the Catalyst for Real Estate Development in New Mexico?			1E	30140771
Healthy Homes On-Line (Empire)			4E	21080192
Empire Learning NM Web Link High Tech Update - What's Happening in Albuquerque			1E	30140591
Hold versus Dispose Analysis for Commercial Real Estate			7E	30140331
Home Inspection Practice & Standards			4E	21020221
Home and Pest Inspections: The "Rules" of Inspections			2E	30070001
Home Owners Association Act 2013			1E	21010831
Hot Market Strategies Online (CE Shop)			1	21010031
The CE Shop Webpage			3T	21130482
Houses: From the Ground Up			8E	21090211
Houses: From the Ground Up (Online) (Kaplan)			8E	21090212
Kaplan Web Site				
Houses: Why Bad Things Happen to Good Houses			6E	21070161
Houses: Why Bad Things Happen to Good Houses Online (Kaplan) Kaplan Web Site			6E	21070162
How Can New Mexico Attract Jobs? How Can We Sell our State?			1E	30140551
How the Qualified Mortgage will Impact Home Buyers			2E	30050441
How to Attract Generation Y to the Northern New Mexico Region			2T	30110531
How to Lead Your Team and Manage Conflict			6T	30130491
How to Make Dollars in Real Estate – Infill New Development & Repurposing Existing Properties		√	5E	30090261
How to Measure Real Property			3E	21040121
How to Measure Real Property Online (Kaplan) Kaplan Web Site			3E	21040122
How to Work with Real Estate Investors			3E	30020661
Hydraulic Fracturing Seminar			7E	30080131
Identity Theft: Protecting Your Clients and Your Business (Kaplan live)			3E	21010851
Identity Theft: Protecting Your Clients and Your Business Online (Kaplan) Kaplan Web Site			3E	21010852

2017 Course List Alphabetical – Updated	Ethics	Core	Hours	Course #
Through September 2017		Elec.		
Permanent Courses highlighted in blue are recent approvals				
Click on underlined courses for course outlines				
Courses in gray shade are One Time Only Courses				
Courses with * = may not be available or are obsolete Ignite Brilliance in Your Leadership Communications			1T	30110601
Impact of Strategic Logistics on NM Real Estate Properties & Economic Development			1E	30110601
Improving Customer Care and Retention				001.0701
			3T	30130441
Income Property Analysis (Meyers)		√	10E	21140551
Infill 101 - Remodel, Repurpose or Replace: Case Studies on Infill/Redevelopment Projects			5E	30140891
Influence and Leadership			2T	30130371
Innovation Corridor Nob Hill to Old Town			1E	30140831
InstaNet Solutions for Basic Users			4T	21030201
InstaNet Solutions for Basic Users Webinar			4T	21030252
Integrating Solar Electric (PV) Systems in our Buildings and Homes			1E	31090181
Intro to Solar			2E	21090221
Introduction to Commercial Real Estate On Line (AVR+CE)		√	4E	21140562
AVR+CE Web Link Introduction to Commercial Real Estate Sales (Venlan)			45	24020222
Introduction to Commercial Real Estate Sales (Kaplan) Kaplan Web Site		✓	4E	21020232
Introduction to Green Building UPDATED			4E	21090021
Introduction to Green Building for Realtors*			2E	21090012*
Introduction to Real Estate Investments Online (Kaplan)			6E	21020572
Kaplan Web Site				
Introduction to Real Estate Technology			6E	21030021
Introduction to Residential Property Management			8E	21060101
Introduction to Residential Property Management Webinar*			8E	21060102*
Introduction to the Appraisal Profession			10E	21040021
Investment Property Practice and Management			10E	21020251
IREM ASM-603 - Investment Real Estate Finance and Valuation Part One			10E	21140061
IREM ASM-604 - Investment Real Estate Finance and Valuation Part Two			10E	21140071
IREM ASM-605 - Investment Real Estate Finance and Valuation Part Three			5E	22140081
It's High Tide You Got the Facts about Homeowner's Flood Insurance (McKissock) McKissock Web Link			3E	21010942
Key to a Smooth Closing – Manage It (LeMaster)			2E	21020781
Knowing the Code: Real Estate Ethics*	√		4E	21120042*
Land Grants in Northern New Mexico			1E	30010731
Land Surveys and their Role Insuring Title in New Mexico UPDATED			2E	21020721
Land Use Law: Current Issues in Subdivision, Annexation and Zoning			6E	30010911
Land Use Law: Current Issues in Zoning and Subdivision			6E	30010721
Landlord/Tenant Rights, Obligations and Remedies UPDATED			5E	21060121
Law of the Rio Grande 2015			10E	30010951
Lead Generation (also Mining for Gold I)			2T	21130491
Lead Paint Disclosure: It's the Law			3E	21070031
Lead Paint Inspections			3E	21070111
Lead Paint Renovation, Repair and Painting Certification			3E	21070121
<u> </u>	<u> </u>			

Ethics	Core	Hours	Course #
	Elec.		
		10T	30060281
			30060281
_			21060111
			21000111
	V		30010781
			30010781
	V		
			30060221
			30130551
			21050052*
			21020281
			30060271
		10E	30141111
		2E	20141021
		6T	21130571
1	✓	4E	21010241
		2E	21080151
		8E	21050072
		4T	21030342
		2.7	21120401
			21130491 22090011
			21070051 21050422
) SE	21030422
			30141101
			30141011
			21010691
			20130291
V			21120051
√			21120052*
			21030092*
		10T	22030082
√		4E	22120141
 		4E	22120161
·		2E	22120151
+ -		10F	22020601
		6E	21130011
		I UL	
		Elec.	Elec. 10T 1E 8E

2017 Course List Alphabetical – Updated	Ethics	Core	Hours	Course #
Through September 2017		Elec.		
Permanent Courses highlighted in blue are recent approvals				
Click on underlined courses for course outlines				
Courses in gray shade are One Time Only Courses				
Courses with * = may not be available or are obsolete NAR: Green Designation Course Online (CE Shop)			10E	21090032
The CE Shop Webpage			105	21090032
NAR: Green Designation Residential Elective Course			8E	22090041
NAR: Innovative Marketing Techniques for Buyers Rep.			6T	21130241
NAR: SRS (Seller Representative Specialist)			10T	21130661
NAR: Transnational Referral Certification			3T	21130251
NARPM - Risk Management for Property Managers			10E	20060091
NARPM - Ethics	✓		3E	21060181
NARPM - Marketing Your Management Business			6T	21060191
Navigating the Fork in the Road I - NAR Training for Grievance Committees (GAAR)	√		4E	21120251
Navigating the Fork in the Road II - NAR Training for Professional Standards Committees (GAAR)	√		4E	21120261
Navigating the Fork in the Road III – NAR Training for Professional Standards Reviews	✓		2E	21120271
Navigating the TILA/RESPA Integrated Disclosure			3E	21050491
Negotiating Contracts on Tribal Lands (NBI)			6E	30010981
Negotiating & Completing an Exchange			8E	21020301
Negotiation Skills			3T	30130421
Negotiations: The Games People Play			6T	30130361
Net Outs UPDATED			6E	21020311
New & Noteworthy 2009-2010			3E	21010521
New & Noteworthy 2012-2013			3E	21010661
New Broker Business Practices (Required for new licensees within 1 year of initial licensure)			10E	21020641
New FHA Handbook for Real Estate - McKissock			4E	21050502
New Loan Estimates and Closing Costs UPDATED			2E	21050471
New Member Orientation Code of Ethics UPDATED	✓		4E	21120061
New Mexico Americans with Disabilities Act (ADA) - McKissock			3E	21010882
New Mexico Community Property Interests			1E	21010911
New Mexico Economic Momentum: Incentives & Challenges			1E	30090231
New Mexico Ethics in Real Estate Online (McKissock)	✓		4E	21120272
McKissock Web Link New Mexico Onsite Liquid Waste Regulations			8E	22080101
New Mexico Water Law Conference			10E	30010491
New Mexico's Property Tax System - An Overview UPDATED		√	4E	21020641
New Seller Financing Rules and RANM Form 2405		·	2E	21020581
Ninja Installation			10T	30130541
Ninja Installation			10T	21130631
Ninja Selling			6T	30130501
Ninth Annual Apartment Market Outlook			1E	30140921
NMREC Core Course A (offered in 2016 and 2017)		Core A	4M	21011001-A17
NMREC Core Course B (to be offered in 2018)		Core B	4M	21011001-B18
<u>'</u>			ı . .	

2017 Course List Alphabetical – Updated	Ethics	Core	Hours	Course #
Through September 2017		Elec.		
Permanent Courses highlighted in blue are recent approvals				
Click on underlined courses for course outlines				
Courses in gray shade are One Time Only Courses				
Courses with * = may not be available or are obsolete NMREC Core Course C (to be offered in 2019)		Core C	4M	21011001-C19
NMREC Mandatory Course (Availability Sunset: 12/31/2016)		Core C	8E	2101001-013
NMREC Survey*			1E	30010902*
Nuts and Bolts of Commercial Real Estate (online) McKissock			2E	20141082
McKissock Web Link				20111002
Nuts and Bolts of Economic Development			5E	30090211
Office and Industrial Market Overview			1E	21140131
Oil and Gas The Economic Impact on New Mexico and Real Estate			1E	30110541
Opportunities and Advantages of Home Warranty Disclosure			1E	21020611
Options, Lease Options and Lease Purchases UPDATED		\checkmark	4E	22020651
Paragon Software Proficiencies Class			6T	30030281
Patterns of Success			1T	30130591
Pests that Affect Real Estate Transfer, and Leased and Managed Properties		✓	4E	21070181
Policies and Procedures for Today's Qualifying Broker			6E	22020701
Policies and Procedures for Today's Qualifying Broker w online Webinar*			6E	22020702*
Post-Recession Strategies for Construction			1E	30140851
Power of Prospecting			2T	21130461
Power of Prospecting Webinar*			2T	21130462*
Power to Be Disciplined			1T	30130431
Practical Applications of Real Estate Contracts UPDATED			4E	21020321
Pre-Closing Process and Checklist of Issues UPDATED			2E	21020331
Presentations that Win/ Negotiations			3T	30130741
Preventing Identity Theft Online (Empire) Empire Learning NM Web Link			3T	21030332
Pricing Property to Sell (online) <u>CE Alternatives</u>			8E	21040032
Principals and Techniques of Sales and Negotiation*			3T	21130681
Principles of Construction Lending (online) *			8E	21050102*
Procuring Cause: The Basics and Beyond UPDATED (ethics)	✓		4E	21010261
Professional and Ethical Practices in Real Estate UPDATED	✓		8E	21120071
Professional Standards Basic Training	√		8E	21120081
Professionalism in Real Estate UPDATED	√		4E	21120091
Property Disclosures: RE Professionals Guide to Reducing Risk UPDATED			6E	21070131
Property Evaluation and Due Diligence			7 E	30060201
Property Management		✓	10E	21060011
Property Management Fundamentals On-Line (Empire) Empire Learning NM Web Link		✓	8E	21060012
Property Management - Vendor Contractor Agreements			1E	30060152
Property Management and Managing Risk (Kaplan On-Line) Kaplan Web Site		✓	4E	21060032
Property Management Essentials - Residential UPDATED		✓	4E	21060021
Property Management Rules Changes			2E	21060141

Permanent Courses highlighted in blue are recent approvals Click on underlined courses for course outlines Courses in gray shade are One Time Only Courses Courses with *= may not be available or are obsolete Property Management Trust Accounts Property Performance Management 7E 3006i Property Red Flags Property Red Flags Property Red Flags A Users Guide to Real Estate Licenses online (Kaplan) Kaplan Web Site Public/Private Partnerships: Best Practices and Opportunities 1E 3014i Qualifying Broker Refresher Course Radon in Real Estate 4E 3107i RANM 2013 Fall Legal Update RANM 2014 Fall Legal Update RANM 2014 Winter Legal Update RANM 2015 Fall Legal Update RANM 2015 Vinter Legal Update RANM 2015 Winter Legal Update RANM 2012 Legal Update RANM 2012 Legal Update RANM 2012 Legal Update RANM Winter 2013 Legal Update RANM Winter 2014 Legal Update RANM Winter 2015 Legal Update RANM Winter 2016 Legal Update (RANM) RANM Fall 2017 Legal Update RANM Winter 2018 Legal Update (RANM) RANM Fall 2017 Legal Update RANM Winter 2018 Legal Update (RANM) RANM Fall 2017 Legal Update RANM Fall 2017 Legal Update RANM Winter 2018 Legal Update (RANM) RANM Fall 2017 Legal Update	
Property Management Trust Accounts ✓ 4E 2106	
Property Red Flags ✓ 4E 2102 Property Red Flags A Users Guide to Real Estate Licenses online (Kaplan) Kaplan Web Site ✓ 4E 2102 Public/Private Partnerships: Best Practices and Opportunities 1E 3014 Qualifying Broker Refresher Course 0 2101 Radon in Real Estate 4E 3107 RANM 2013 Fall Legal Update 2E 3001 RANM 2014 Winter Legal Update 2E 3001 RANM 2015 Fall Legal Update 2E 3001 RANM 2015 Winter Legal Update 2E 3001 RANM Fall 2012 Legal Update 1E 3001 RANM Winter 2012 Legal Update 1E 3001 RANM Winter 2012 Legal Update 1E 3001 RANM Winter 2016 Legal Update 2E 3001 RANM Fall 2016 Legal Update (RANM) 2E 3001 RANM Fall 2017 Legal Update (RANM) 2E 3001 RANM Fall 2017 Legal Update (RANM) 2E 3001 RANM's Many Miscellaneous Forms 4E 2102 RANM's Recent Forms Changes UPDATED 2E 2102)211
Property Red Flags A Users Guide to Real Estate Licenses online (Kaplan) Kaplan Web Site Public/Private Partnerships: Best Practices and Opportunities Qualifying Broker Refresher Course Radon in Real Estate RANM 2013 Fall Legal Update RANM 2014 Fall Legal Update RANM 2014 Fall Legal Update RANM 2015 Fall Legal Update RANM 2015 Fall Legal Update RANM 2015 Winter Legal Update RANM 2015 Winter Legal Update RANM 2015 Winter Legal Update RANM 2016 Legal Update RANM Winter 2012 Legal Update RANM Winter 2012 Legal Update RANM Winter 2016 Legal Update RANM Winter 2016 Legal Update RANM Winter 2016 Legal Update (RANM) RANM Fall 2016 Legal Update (RANM) RANM Fall 2017 Legal Update (RANM) RANM Fall 2017 Legal Update RANM Fall 2016 Legal Update RANM	
Site Public/Private Partnerships: Best Practices and Opportunities 1E 3014/ Qualifying Broker Refresher Course 0 2101/ Radon in Real Estate 4E 3107/ RANM 2013 Fall Legal Update 2E 3001/ RANM 2014 Fall Legal Update 4E 3107/ RANM 2014 Fall Legal Update 4E 3001/ RANM 2015 Fall Legal Update 4E 3001/ RANM 2015 Fall Legal Update 4E 3001/ RANM 2015 Winter Legal Update 4E 3001/ RANM 2015 Winter Legal Update 4E 3001/ RANM Winter Legal Update 4E 3001/ RANM Winter 2012 Legal Update 4E 3001/ RANM Winter 2012 Legal Update 4E 3001/ RANM Winter 2016 Legal Update 4E 3001/ RANM Winter 2016 Legal Update (RANM) 4E 3001/ RANM Wint)671
Qualifying Broker Refresher Course 0 21011 Radon in Real Estate 4E 3107 RANM 2013 Fall Legal Update 1E 3001 RANM 2014 Fall Legal Update 2E 3001 RANM 2015 Fall Legal Update 2E 3001 RANM 2015 Winter Legal Update 2E 3001 RANM Fall 2012 Legal Update 1E 3001 RANM Winter 2012 Legal Update 1E 3001 RANM Winter 2013 Legal Update 2E 3001 RANM Fall 2016 Legal Update (RANM) 2E 3001 RANM Winter 2016 Legal Update (RANM) 2E 3001 RANM Fall 2017 Legal Update 2E 3001 RANM Fall 2017 Legal Update 2E 3001 RANM's Many Miscellaneous Forms 4E 2102 RANM's Recent Forms Changes UPDATED 2E 2102 RENE - Real Estate Negotiation Expert (LCAR) 10 T 2113 Real Estate Appraisal 10E 2104 Real Estate Contract Terminations UPDATED 2E 2105)342
Radon in Real Estate 4E 3107 RANM 2013 Fall Legal Update 2E 3001 RANM 2014 Fall Legal Update 1E 3001 RANM 2014 Winter Legal Update 2E 3001 RANM 2015 Fall Legal Update 2E 3001 RANM 2015 Fall Legal Update 2E 3001 RANM 2015 Winter Legal Update 2E 3001 RANM Fall 2012 Legal Update 2E 3001 RANM Fall 2012 Legal Update 1E 3001 RANM Winter 2012 Legal Update 2E 3001 RANM Winter 2013 Legal Update 2E 3001 RANM Fall 2016 Legal Update 2E 3001 RANM Winter 2016 Legal Update (RANM) 2E 3001 RANM Fall 2017 Legal Update 2E 3001 RANM Fall 2016 Legal Update 2E 3001 RANM Fall 201)911
RANM 2013 Fall Legal Update 2E 3001 RANM 2014 Fall Legal Update 1E 3001 RANM 2014 Winter Legal Update 2E 3001 RANM 2015 Fall Legal Update 2E 3001 RANM 2015 Winter Legal Update 2E 3001 RANM Fall 2012 Legal Update 1E 3001 RANM Winter 2012 Legal Update 1E 3001 RANM Winter 2013 Legal Update 2E 3001 RANM Fall 2016 Legal Update (RANM) 2E 3001 RANM Winter 2016 Legal Update (RANM) 2E 3001 RANM Fall 2017 Legal Update 2E 3001 RANM's Many Miscellaneous Forms 4E 2102 RANM's Recent Forms Changes UPDATED 2E 2102 RENE - Real Estate Negotiation Expert (LCAR) 10 T 2113 Real Estate and Taxes What Every Licensee Should Know 6E 2110 Real Estate Appraisal 10E 2104 Real Estate Contract Terminations UPDATED 2E 2105)271
RANM 2014 Fall Legal Update 1E 30010 RANM 2015 Fall Legal Update 2E 30010 RANM 2015 Winter Legal Update 2E 30010 RANM 2015 Winter Legal Update 2E 30010 RANM Fall 2012 Legal Update 1E 30010 RANM Winter 2012 Legal Update 2E 30010 RANM Winter 2013 Legal Update (RANM) 2E 30010 RANM Fall 2016 Legal Update (RANM) 2E 3001 RANM Fall 2017 Legal Update (RANM) 2E 3001 RANM Fall 2017 Legal Update (RANM) 2E 3001 RANM's Many Miscellaneous Forms 4E 21020 RANM's Recent Forms Changes UPDATED 2E 21020 RENE - Real Estate Negotiation Expert (LCAR) 10 T 21130 Real Estate and Taxes What Every Licensee Should Know Kaplan Web Site 6E 21100 Real Estate Contract Terminations UPDATED 2E 21054)141
RANM 2014 Winter Legal Update 2E 30010 RANM 2015 Fall Legal Update 2E 30010 RANM 2015 Winter Legal Update 2E 30010 RANM Fall 2012 Legal Update 1E 30010 RANM Winter 2012 Legal Update 1E 30010 RANM Winter 2013 Legal Update 2E 30010 RANM Fall 2016 Legal Update (RANM) 2E 3001 RANM Fall 2017 Legal Update (RANM) 2E 3001 RANM Fall 2017 Legal Update 2E 3001 RANM's Many Miscellaneous Forms 4E 21020 RANM's Recent Forms Changes UPDATED 2E 21020 RENE - Real Estate Negotiation Expert (LCAR) 10 T 21130 Real Estate and Taxes What Every Licensee Should Know Kaplan Web Site 6E 21100 Real Estate Contract Terminations UPDATED 2E 21050)811
RANM 2015 Fall Legal Update 2E 30010 RANM 2015 Winter Legal Update 1E 30010 RANM Fall 2012 Legal Update 1E 30010 RANM Winter 2012 Legal Update 2E 30010 RANM Fall 2016 Legal Update (RANM) 2E 30010 RANM Winter 2016 Legal Update (RANM) 2E 3001 RANM Fall 2017 Legal Update 2E 3001 RANM's Many Miscellaneous Forms 4E 21020 RANM's Recent Forms Changes UPDATED 2E 21020 RENE - Real Estate Negotiation Expert (LCAR) 10 T 21130 Real Estate and Taxes What Every Licensee Should Know Kaplan Web Site 6E 21100 Real Estate Appraisal 10E 21040 Real Estate Contract Terminations UPDATED 2E 21050)881
RANM 2015 Winter Legal Update 2E 30010 RANM Fall 2012 Legal Update 1E 30010 RANM Winter 2012 Legal Update 1E 30010 RANM Winter 2013 Legal Update 2E 30010 RANM Fall 2016 Legal Update (RANM) 2E 3001 RANM Fall 2017 Legal Update 2E 3001 RANM's Many Miscellaneous Forms 4E 21020 RANM's Recent Forms Changes UPDATED 2E 21020 RENE - Real Estate Negotiation Expert (LCAR) 10 T 21130 Real Estate and Taxes What Every Licensee Should Know 6E 21100 Real Estate Appraisal 10E 21040 Real Estate Contract Terminations UPDATED 2E 21050)861
RANM Fall 2012 Legal Update 1E 30010 RANM Winter 2012 Legal Update 1E 30010 RANM Winter 2013 Legal Update 2E 30010 RANM Fall 2016 Legal Update (RANM) 2E 3001 RANM Winter 2016 Legal Update (RANM) 2E 3001 RANM Fall 2017 Legal Update 2E 3001 RANM's Many Miscellaneous Forms 4E 21020 RANM's Recent Forms Changes UPDATED 2E 21020 RENE - Real Estate Negotiation Expert (LCAR) 10 T 21130 Real Estate and Taxes What Every Licensee Should Know Kaplan Web Site 6E 21100 Real Estate Appraisal 10E 21040 Real Estate Contract Terminations UPDATED 2E 21050)961
RANM Winter 2012 Legal Update RANM Winter 2013 Legal Update RANM Fall 2016 Legal Update (RANM) RANM Winter 2016 Legal Update (RANM) RANM Winter 2016 Legal Update (RANM) RANM Fall 2017 Legal Update RANM's Many Miscellaneous Forms RANM's Recent Forms Changes UPDATED RENE - Real Estate Negotiation Expert (LCAR) Real Estate and Taxes What Every Licensee Should Know Kaplan Web Site Real Estate Contract Terminations UPDATED Real Estate Contract Terminations UPDATED 2E 3001 2E 3001 2E 3001 301 301 301 301 301 301 301)931
RANM Winter 2013 Legal Update (RANM) RANM Fall 2016 Legal Update (RANM) RANM Winter 2016 Legal Update (RANM) RANM Fall 2017 Legal Update RANM Fall 2017 Legal Update RANM's Many Miscellaneous Forms RANM's Recent Forms Changes UPDATED RENE - Real Estate Negotiation Expert (LCAR) Real Estate and Taxes What Every Licensee Should Know Kaplan Web Site Real Estate Appraisal Real Estate Contract Terminations UPDATED 2E 3001 2E 3001 2E 3001 2E 3001 2E 3001 2E 2102 2E 2102 2E 2102 2E 2102 2E 2105)701
RANM Fall 2016 Legal Update (RANM) RANM Winter 2016 Legal Update (RANM) RANM Fall 2017 Legal Update RANM Fall 2017 Legal Update RANM's Many Miscellaneous Forms RANM's Recent Forms Changes UPDATED RENE - Real Estate Negotiation Expert (LCAR) Real Estate and Taxes What Every Licensee Should Know Kaplan Web Site Real Estate Appraisal Real Estate Contract Terminations UPDATED 2E 3001 4E 21026 2E 21026 2E 21026 2E 21066)671
RANM Winter 2016 Legal Update (RANM) RANM Fall 2017 Legal Update RANM's Many Miscellaneous Forms RANM's Recent Forms Changes UPDATED RENE - Real Estate Negotiation Expert (LCAR) Real Estate and Taxes What Every Licensee Should Know Kaplan Web Site Real Estate Appraisal Real Estate Contract Terminations UPDATED 2E 3001 4E 21026 2E 21026 2E 21026 2E 21036)771
RANM Fall 2017 Legal Update 2E 3001 RANM's Many Miscellaneous Forms 4E 21020 RANM's Recent Forms Changes UPDATED 2E 21020 RENE - Real Estate Negotiation Expert (LCAR) 10 T 21130 Real Estate and Taxes What Every Licensee Should Know Kaplan Web Site Real Estate Appraisal Real Estate Contract Terminations UPDATED 2E 21050)991
RANM's Many Miscellaneous Forms RANM's Recent Forms Changes UPDATED RENE - Real Estate Negotiation Expert (LCAR) Real Estate and Taxes What Every Licensee Should Know Kaplan Web Site Real Estate Appraisal Real Estate Contract Terminations UPDATED A E	1001
RANM's Recent Forms Changes UPDATED RENE - Real Estate Negotiation Expert (LCAR) Real Estate and Taxes What Every Licensee Should Know Kaplan Web Site Real Estate Appraisal Real Estate Contract Terminations UPDATED 2E 21026 2E 21026	1021
RENE - Real Estate Negotiation Expert (LCAR) 10 T 21130 Real Estate and Taxes What Every Licensee Should Know Kaplan Web Site 6E 21100 Real Estate Appraisal 10E 21040 Real Estate Contract Terminations UPDATED 2E 21050)351
Real Estate and Taxes What Every Licensee Should Know 6E 21100 Kaplan Web Site 10E 21040 Real Estate Appraisal 10E 21040 Real Estate Contract Terminations UPDATED 2E 21050)731
Kaplan Web SiteReal Estate AppraisalReal Estate Appraisal10E2104Real Estate Contract Terminations UPDATED2E2105)691
Real Estate Appraisal 10E 21040 Real Estate Contract Terminations UPDATED 2E 21050	0042*
Real Estate Contract Terminations UPDATED 2E 2105	10/11
Real Estate Contract Amendments and Reinstatements UPDATED 2E 2105	
Real Estate Contracts/Seller Financing "The Basics" UPDATED 4E 21056	
	, _ _
Real Estate Decision Making with HP10B Financial Calculator UPDATED 4E 21030)251
	0251
12 3312	0031
Real Estate Finance 10E 2105	0031
Real Estate Finance Today online (Kaplan) Kaplan Web Site ✓ 4E 2105	0031 0351 0381
	0031 0351 0381 0131
	0031 0351 0381 0131
0 2 2	0031 0351 0381 0131 0142
Real Estate Investors and Your Business (online) (CE Shop) The CE Shop Webpage 4E 21020	0031 0351 0381 0131 0142 0121
Real Estate Law (prelicensing) (Prelicensure requirement) 10E 11016	0031 0351 0381 0131 0142 0121 0402

2017 Course List Alphabetical – Updated	Ethics	Core	Hours	Course #
Through September 2017		Elec.		
Permanent Courses highlighted in blue are recent approvals				
Click on underlined courses for course outlines				
Courses in gray shade are One Time Only Courses				
Courses with * = may not be available or are obsolete Real Estate Law (prelicensing) (online) (Prelicensure requirement)*			10E	11010282*
Real Estate Math (online) CE Alternatives			4E	21020372
Real Estate Negotiation			3T	30130751
Real Estate Nuts and Bolts of Economic Development			5E	30090211
Real Estate Principles and Practice			10E	11020381
Real Estate Principles and Practice online*			10E	11020382*
Real Estate Safe Practices: Work Safely and Protect Your Clients			3T	30110591
Real Estate Safety: Protect Yourself and Your Clients McKissock Web Link			3T	21020102
Real Estate Safety Matters: Safe Business = Smart Business			3E	30120271
Real Estate Tax Planning Considerations			2E	30100192
Real Estate Taxes: What Every Agent Should Know			6E	21100061
Real Estate Technology on the Go UPDATED			4T	21030151
Real Estate Trust Accounts on line (AVR+CE, Inc.) AVR+CE Web Link		√	2E	21140572
Real Estate, Consumer and Digital Trends in Real Estate			3T	30030331
Real Estate: The IRA Alternative UPDATED			4E	22100071
Real Estate: Green 101 UPDATED			4E	21090071
Realities and Misconceptions of Listing Syndication			1T	30130621
Realtor Code of Ethics	√		3E	21120241
Realtor.com & The Hottest New Technologies that Could Impact the Real Estate			2T	30030321
Industry REALTORS Benefiting New Mexico Consumers			2T	21110291
REALTOR's Code of Ethics Training Online (CE Shop) The CE Shop Webpage			2E	20120212
REALTORS Land Institute National Land Conference 2015	,		10E	30020601
Recapturing Grey Fields			16L	30141171
Reducing Radon Risk in Real Estate UPDATED			4E	21070081
Reducing Violations: A Case Study UPDATED			4E	21010291
Regional Planning Directors What's the Landscape for Development?		,	1E	30140731
Reinvention: Property Redevelopment and Repositioning (ICSM 2017 Conference)			1E	30141141
Report on Two Economic Development Summits - What's the Plan?			1E	30140711
Residential On-Site Wastewater Treatment			4E	21080061
Resort and Second Home Property Specialist		•	10T	21130081
Retail Real Estate Finance for Non-Financial Professionals (ICSM 2017 Conference)			1E	30141151
Retail Triple Net Lease (NNN) Real Estate: Step by Step (ICSM 2017 Conference)			1E	30141161
Rice Insurance and the Non-Paranoid Broker UPDATED			4E	21010501
Risk Management (online) (Kaplan) Kaplan Web Site		√	4E	21020432
Risk Reduction for 2012		, , , , , , , , , , , , , , , , , , ,	3E	31020621
Risk Reduction Issues UPDATED			6E	21020441
RLI - Agricultural Land Brokerage and Marketing			10E	21020441
RLI - Land Development			10E	21090111
RLI - Land Investment Analysis			10E	22020621

2017 Course List Alphabetical – Updated	Ethics	Core	Hours	Course #
Through September 2017		Elec.		
Permanent Courses highlighted in blue are recent approvals				
Click on underlined courses for course outlines				
Courses in gray shade are One Time Only Courses				
Courses with * = may not be available or are obsolete RLI - Site Selection			105	21090101
RLI - Tax Deferred 1031 Exchanges			10E 10E	
RLI - Transitional Land			10E	21100151 21040081
Rules & Regulations of the Real Estate Commission				21040081
		V	4E	
Rules & Regulations of the Real Estate Commission (online)*		√	4E	21010572
Rural Housing Service Loan Program UPDATED (The Lowdown on No Down)			4E	21050151
SBA 504 Loan Program (Chavez)			1E	21050501
Second Homes: Purchasing and Financing Basics			4E	21050161
Secrets to Open House Success		<u> </u>	3T	21130641
Section 184 Indian Loan Guarantee Program UPDATED			2E	22050171
Seller Financing of Real Estate Transactions			4E	21050181
Septic Systems and Property Transfers UPDATED		✓	4E	22080161
Septics and Wells 101 UPDATED			2E	21080141
Serving Your Client - Today			4E	21110051
Seventh Annual Apartment Market Forum			2E	30140691
Short Sales: The Short Story UPDATED			4E	21050191
Show me the Savings: Energy Efficient Construction			3E	21090231
Silver Bullet Solutions			7T	30130531
SIOR - Advanced Topics in Office Brokerage			10E	22110081
SIOR - 2016 Fall Conference			5E	30140991
SIOR – 2016 Spring Conference			4E	30141061
SIOR - 2017 Spring Conference			3E	30141121
Site to Do Business			6E	30141081
Smart Growth in the 21 st Century (GAAR)			4E	30090221
Social Media for Sales Success			8T	21030291
Social Networking and Email Marketing: A Path to More Referrals			2T	21030261
Solar PV Value*			2E	21030321
Standard Methods of Measurement and Calculating Rentable Area (2010)			4E	30140861
State of the Residential Market			1T	21020631
State of the Retail Market			1E	21020451
State, Regional and Economic Forecast			1E	30110261
Steps to a Smooth Closing			3E	21020461
Stop Selling! Start Solving! "Helping Consumers Make Good Decisions"			3T	30130601
Successful Business Planning			3T	21110201
Successful Business Planning Webinar*			3T	21110202*
Successful Buyer Rep. in New Mexico Home Sales			6E	21020471
Surveys from A to Z UPDATED		✓	4E	21020751
T for Trouble - Keep Out UPDATED			4E	21020481
Taming Technology, Using Technology and Social Media to Make Money in Your Business			5T	30030161

2017 Course List Alphabetical – Updated	Ethics	Core	Hours	Course #
Through September 2017		Elec.		
Permanent Courses highlighted in blue are recent approvals				
Click on underlined courses for course outlines				
Courses in gray shade are One Time Only Courses				
Courses with * = may not be available or are obsolete Tax Advantages of Home Ownership online (8 hour) CE Alternatives			O.F.	21100002
Tax Advantages of Home Ownership *			8E 4E	21100092 21100102*
Tax Benefits of Residential Rental Property On Line (Empire)			3E	21100102
Empire Learning NM Web Link			3E	21000202
Tax Factors Affecting Home Ownership UPDATED			4E	21100121
Tax Free Exchanges (online) <u>CE Alternatives</u>		✓	4E	21100112
Tax Updates and Incentives Brunch and Learn			2E	30100191
Technology, Social Media and Smart Safety (GAAR)			3T	30030351
The 80% Lunch			1E	30140751
The Appraisal Process for Agents & Brokers*		✓	4E	21040062*
The Closing Disclosure Statement (The New HUD)			2E	30050501
The Code Meets the Rules UPDATED	✓		2E	20120201
The Google Universe - The Cloud Computing Solution			3T	30030191
The New RESPA UPDATED			4E	21010411
The Power of Non-Selling			3T	30130571
The Real Estate Development Process			8E	30140811
The Truth about Mold (online) (Kaplan) Kaplan Web Site			4E	21070092
The Why, the How and the What: Delivering Excellent Customer Service			1T	30130611
TILA/RESPA Integrated Disclosure Rule (Online) McKissock			3E	20141092
McKissock Web Link Time Killers, Deal Killers and Other Mines in the Field UPDATED			3E	21020501
Title Concepts for the Real Estate Professional UPDATED			2E	21020501
Title Examination from Examination to Commitment			5E	30020661
Title Insurance			4E	21020531
Title Insurance Law in New Mexico			2E	21020531
Title Law From A to Z			10E	30020761
Title Law from Start to Finish (2016)			6E	30010711
Title Law from Start to Finish (2017)			6E	30011041
Titles and Closings UPDATED		✓	4E	21020521
Today's Buyers and Sellers: What They Need to Know		-	3E	30020741
Top 8 Title Defects - Cured (2016) (NBI)			6E	30020751
Top 9 Title Defects - Cured			6E	31020631
Tourism Matters to Everyone - Real Estate Brokers Too!			1T	30130411
Transaction Brokerage UPDATED			4E	21010321
Transferring Title to Real Property			2E	21010331
Trust Accounts UPDATED			4E	21010341
Turning New and Existing Homes into Smart Homes (RANM)			2E	30030341
Twenty Most Cost Effective Home Improvements (Kaplan)			4E	21020771
ULI New Mexico - The TAO of QUIRKY: Unleashing the Economic Power of Uniqueness			1E	30110561
ULI New Mexico Annual Trends 2014 Conference			1E	30110371

2017 Course List Alphabetical – Updated	Ethics	Core	Hours	Course #
Through September 2017		Elec.		
Permanent Courses highlighted in blue are recent approvals				
Click on underlined courses for course outlines				
Courses in gray shade are One Time Only Courses				
Courses with * = may not be available or are obsolete ULI New Mexico Annual Trends 2015 Conference			45	204 40054
			1E	30140951
ULI New Mexico Building Healthy Places			1E	30140841
ULI NM - 2030 Districts with Ed Mazria			1E	30140941
Uncle Sam Has Homes for Sale - Online UPDATED (CE Shop)			4E	21050412
The CE Shop Webpage			46	21030412
Understanding 1031 Tax Deferred Exchanges online (Kaplan) Kaplan Web Site		✓	6E	22100142
Understanding 1031 Tax Deferred Exchanges		√	6E	21100161
Understanding & Using Lease with Option to Purchase UPDATED			4E	21020601
Understanding and Using RANM Forms UPDATED			8E	21020551
Understanding Electronic Transactions and E-Signatures			3E	22020561
Understanding Electronic Transactions and E-Signatures Webinar*			3T	22020562*
Understanding Foreclosure in New Mexico UPDATED			8E	21050201
Understanding Investments			8E	30050371
Understanding Mediation: A Win-Win Strategy UPDATED			4E	21010351
Understanding Mortgage Interest Rates			4E	21050341
Understanding the Code of Ethics Online (Empire)	√		4E	21120282
Empire Learning NM Web Link			05	24020574
Understanding the New Mexico Property Tax System UPDATED			8E	21020571
Understanding Residential Real Estate Investment			8E	21050421
Understanding the Commercial Lease Agreement			6E	30140561
Understanding the Loan Process UPDATED			4E	21050221
Understanding the Mortgage Foreclosure Consultant Fraud Prevention Act			1E	21050461
Understanding Title Commitments and Policies UPDATED			2E	22020581
Understanding Wood Destroying Pests*		✓	4E	21070151
Understanding Your Overall Credit Score*			1E	21050411
Uniform Appraisal Dataset and the Realtor			1E	30040091
Uniform Owner-Resident Relation Act		✓	6E	21010361
Update - Regulatory Changes in Title Insurance			2E	21010371
Update and Liability Reduction Topics			3E	30010791
Using a Reverse Mortgage for a Home Purchase UPDATED			3E	21050451
Using the 10BII to Help Consumers Save Money			2E	21030171
VA-Closing the Deal			2E	30050511
Water Rights UPDATED		\checkmark	4E	21020701
Water Rights in the State of New Mexico			1E	31020651
Water Rights in New Mexico (NBI)			6E	31020661
Wells and Septics - a Broker's Guide to Regulation UPDATED		✓	4E	21080071
What Real Estate Professionals Need to Know about FHA Online UPDATED*		√	4E	21050372
What's on the HUD-1 Settlement and Why?		1	2E	21050281
When You Come to the Fork in the Road, Take It! Ethics for RE Professionals (GAAR)	✓		4E	30120251

2017 Course List Alphabetical – Updated	Ethics	Core Elec.	Hours	Course #
Through September 2017		Elec.		
 Permanent Courses highlighted in blue are recent approvals 				
Click on underlined courses for course outlines				
 Courses in gray shade are One Time Only Courses 				
 Courses with * = may not be available or are obsolete 				
When You Come to the Fork in the Road, Take It! Ethics for RE Professionals (Harris)	\checkmark		4E	21120281
Why Title Insurance UPDATED			4E	21010381
Wildfire Risk in Real Estate On-Line (AVR+CE)			3E	21080172
AVR+CE Web Link				
Wildfire Risk in Real Estate (Kaplan)			3E	21080171
Wills and Trusts, Probate and Estates			2E	21010871
Win Win Negotiations			8E	30130691
Winning with Sellers			8T	30130651
Working with First Time Home Buyers and MFA Programs UPDATED			4E	21050241
Wrap-Around Real Estate Contracts UPDATED			3E	22050231
Yes Your Honor I Did Disclose UPDATED			4E	21070101